

## KARL M. GALLANT

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Facsimile Transmission

DATE: 12/19/95  
TO: PERRY O'DONNELL / MARK GOODYMAN  
COMPANY: RJR  
FAX #: \_\_\_\_\_  
FROM: GALLANT  
TOTAL PAGES (Including cover): 16

Mark/Perry -  
I know the snow has arrived,  
but any help you can give me  
on this would be greatly appreciated  
Thanks  
- Karl

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## Karl Gallant

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DECEMBER 19, 1995

TO: RORY O'ROURKE/ MARK GOODMAN  
FR: KARL GALLANT  
RE: WHITMAN CIGARETTE TAX

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I want to thank you both for all the work you've done to mobilize our sales force and retailer network against the Governor's proposed 25 cents/pack cigarette tax increase. All the flyers, letters, and calls are beginning to pay off! The Governor is having a difficult time persuading Republican legislators to go along with the tax; the Democrats, remembering how the voters punished Florio and their party for raising taxes, are so far holding firm against any cigarette tax increase.

With the tax increases now pending before key Senate and Assembly Committees, the next few days could be critically important to our success. We need to generate calls to all members of the state legislature. We also need to gather intelligence on the shifting positions of legislators with regards to the tax, so that we can target our lobbying resources in a precise manner.

I would greatly appreciate your help in asking our Jersey sales force to make these calls. I have attached a list of current legislators, so that our people can contact the Senator and Assemblymen who represent them. Here's what I'm asking:

\*Call legislators and register opposition to the tax; callers do not have to make known their RJR affiliation; they are calling as taxpaying constituents.

\*Call Kelly Stewart in our Trenton lobbying offices (609) 393-9775, or me at (703) 323-8422 to report what they learn about the legislators' positions on the tax.

Please let me know if there's anything I can do to help you with this project. As always, you and the sales force are doing a great job. Thanks.

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